NTRC Updates & Enhancements and NACM Membership Benefits
Thursday, October 24, 2019
1:30 – 3:00 pm

Speakers:
Robin Schauseil
President
NACM National
Gina Calabrese Sylvester, CMP, CGA
Executive Vice President
NACM Tampa

Session Outline

1. Where Does the Data Come From
2. Getting the Best Results from Your Search
   • NOW & FUTURE
3. Non-Member Credit Reference
4. Tools to Target Possible Risk
5. Industry Analysis Report
6. Insight² Report
7. NACM – Your Safe Place
8. Preferred Partners
Where Does the Data Come From?

- Partial Business Name & State
- Phone Number (7 or 10 digits)*
- Partial Address & State
- Entering Complete Business Name
- Entering Complete Address
- Entering More than 2 Fields

Tips for Getting the Best Results Out of Your Search

**Do’s**
- Partial Business Name & State
- Phone Number (7 or 10 digits)*
- Partial Address & State

**Don’ts**
- Entering Complete Business Name
- Entering Complete Address
- Entering More than 2 Fields

LESS IS MORE
New Search Functionality

Insight® Report
Merge credit information from NACM’s National Trade Credit Report and Experian into a single comprehensive report.

Makeover Coming SOON...
Non-Member Credit Reference

✔ Effectively “outsource” responding to incoming requests
✔ You control access - and to what frequency
✔ Reduce risk: consistent, historical, accurate reporting
✔ Option to provide references in percentages or dollars
✔ Member’s control & distribute Security Code
✔ CAPTCHA integration – irritating but necessary

Registration & Use Agreement
Database Search

Your Company Name | Database Search

*** For best results we recommend searching by the 7-digit phone number of the business you are attempting to obtain a credit reference on. If no results are found, we recommend searching by the business name and state. ***

Business Reference Phone Search

Phone #

Business Reference Search

Business Name: 
Address: 
City: 
State: 

Inquirer Receives Your Data Only

CONFIDENTIAL CREDIT REFERENCE

XYZ Company
SAN ANTONIO, TX 78278

Credit Reference On:
Your Company Name
Apoil Beach, FL 33372

HISTORY OF AVERAGE BALANCES PREVIOUSLY REPORTED

[Table containing credit information]

This Credit Reference is provided based upon information contained in the Left 4 Whiffs. To the Company listed above. The information presented is current to the date of the report. You may not distribute, reproduce, or otherwise use or disseminate this information in any way without the written permission of the Company. Credit scores and credit reports can change at any time and for any reason. This service is for informational purposes only, and you should consult with your own credit professionals for any legal questions or advice.
Member’s Oversee the Activity

Tools to Target Possible Risk

1) Account Monitor Service (AMS)
   - You establish criteria
   - Monitor key variables
   - Free daily email of accounts meeting YOUR criteria
   - Members’ AR # included in notification
   - Auto-login directly from email notification
   - Available 24/7 on Member dashboard

2) Portfolio Risk Analysis (PRA)
   - Free benchmarking/segmentation by statistical risk class – Level 1
   - Compare performance against groups, industry & other NACM contributors
   - Protect your company from repeat orders from high risk customers
   - Credit custom presentation-worthy reports
   - Performance review material
Account Monitor Service (AMS)

- You establish criteria
- Monitor key variables
- Free daily email of accounts meeting YOUR criteria*
- 2 ways to access the NTCR on accounts that really matter
- Members’ AR number included in email notification & criteria detail
- Auto-login directly from email notification

AMS eMail Notification
AMS
From Direct Link in eMail or Member Dashboard

Portfolio Risk Analysis (PRA)

What is Your Value?

- Free benchmarking/segmentation by statistical risk class – Level 1
- Compare performance against groups, industry & other NACM contributors
- Protect your company from repeat orders from high risk customers
- Credit custom presentation-worthy reports
- Performance review material
Portfolio Risk Analysis (PRA)

Export Option, Interactive Maps & Access to NTCR
Level 1 Data Fields

- Date of Export
- Date of Score Refresh
- Date of Trade
- Risk Class
- Risk Class Description
- Account #
- Account Name
- City
- State
- Zip
- Country
- Exposure
- NACM ID #
- Tradeline Count
- Active Link to NTCR

Industry Analysis Report

NEW
The Industry Analysis Report provides insight into the payment behaviors of customers of a specific industry. It shows the DTF trend over the past 12 months, score and DTF changes of other industries, average balances of the customers as well as past due trends in the last 6 months.
GCSC3 IAR = the information and analytics provided on this report is NOT specific to the member; but is specific to OTHER sources (members) that are selling the same customers
Gina Calabrese Sylvester, CMP, 9/24/2019
Industry Analysis Report

- The IAR Report provides insight into the payment behaviors of customers of a specific industry.
- Average balances of the customers as well as past due trends for the last 6 months
- It shows the DBT trend over the past 12 months
- Score & DBT changes of other industries
- Gives source specific information regarding OTHER industries that purchase from common customers

- Delivered to your eMail Inbox & available on your NACM dashboard
- Sign up for one or multiple industries
- Complimentary subscription trials available NOW – give it a test drive

Insight² Report

A single, comprehensive report with 2 of your favorite, trusted sources
Insight² Report

Merge credit information from NACM’s National Trade Credit Report and Experian into a single comprehensive report.

Just fill out this simple form with the name and address of the business. It only takes up to a few minutes to generate the report.

CREDLIV SERVICES

1602 PALOMINO DRIVE SHERRWOOD AR 72130
1602 BRITNEY DRIVE SHERRWOOD AR 72120
1602 GRAVYEND DEEDS BROOKLYN NY 11229
1602 PARKER AVENUE SOUTHWEST CLEVELAND TN 37311
1602 SOUTH GLENWOOD AVENUE RUSSELLVILLE AR 72801
1602 RIDGEWOOD AVENUE LAKENOOD OH 44107
1602 BOSTON AVENUE NJ
1602 NORTH MAIN STREET FLOYD COUNTY IN 47526
1602 CAMPBELL STREET TOLEDO OH 43607
1602 TANNER BRIDGE JEFFERSON CITY MO 65101

Version 0.2.0 (08/01/2019)

Insight² Report

Merge credit information from NACM’s National Trade Credit Report and Experian into a single comprehensive report.

You searched for:
CALVARY SERVICES
1602 3RD, TAMPA, FL

We found the following results from our providers. Please review these carefully. Once submitted, you will be charged at your affiliate level for the report.

<table>
<thead>
<tr>
<th>Business Name/Address</th>
<th>TL</th>
<th>FL</th>
<th>B</th>
<th>F</th>
<th>U</th>
<th>C</th>
<th>O</th>
</tr>
</thead>
<tbody>
<tr>
<td>CALVARY SERVICES CORP</td>
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<td>3</td>
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<td>0</td>
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<td>0</td>
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<tr>
<td>NOWA SHERM SYSTEMS LLC</td>
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</tbody>
</table>

Experian considers the number of variables for each subject. Information removed after adding expert or subject.

Business Name/Address

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</tr>
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</table>

$37.00

Search Again  Submit
Why Should My Company Contribute Data?

✔ Support the NACM credit community
✔ Save time in preparing for NACM industry credit group meetings
✔ Increase leverage with customers
✔ Enhance your customers’ creditworthiness profiles
✔ Reward prompt payers
✔ Access to tools to target risk
✔ Reduce fraud
✔ Protect your company
✔ Save staff time responding to credit reference requests*
Why is NACM Your Safe Place?

☑ NACM Members, Affiliates & Partners are contractually prohibited from using credit report information and data for sales or marketing purposes
☑ NACM does NOT collectively sell or redistribute trade data to anyone
☑ SOC 2 audit compliant (Service Organization Control 2, reports on various organizational controls related to security, availability, processing integrity, confidentiality or privacy).
☑ Cyber insurance underwritten by Lloyd’s, London

Do you know where your data is going?

Check Out Our Preferred & Connectivity Partners